

# Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 11.3%**

Year-Over-Year  
Change in  
Closed Sales  
All Properties

**+ 4.8%**

Year-Over-Year  
Change in  
Median Sales Price  
All Properties

**- 33.1%**

Year-Over-Year  
Change in  
Inventory of Homes  
All Properties

### Single-Family Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	209	<b>237</b>	+ 13.4%	4,162	<b>4,111</b>	- 1.2%
Closed Sales	372	<b>313</b>	- 15.9%	4,127	<b>4,083</b>	- 1.1%
Median Sales Price*	\$395,000	<b>\$435,100</b>	+ 10.2%	\$395,000	<b>\$425,000</b>	+ 7.6%
Inventory of Homes for Sale	650	<b>449</b>	- 30.9%	--	--	--
Months Supply of Inventory	1.9	<b>1.3</b>	- 30.2%	--	--	--
Cumulative Days on Market Until Sale	57	<b>59</b>	+ 3.5%	73	<b>52</b>	- 28.4%
Percent of Original List Price Received*	96.6%	<b>96.1%</b>	- 0.5%	97.3%	<b>98.2%</b>	+ 0.9%
New Listings	167	<b>156</b>	- 6.6%	5,142	<b>4,969</b>	- 3.4%

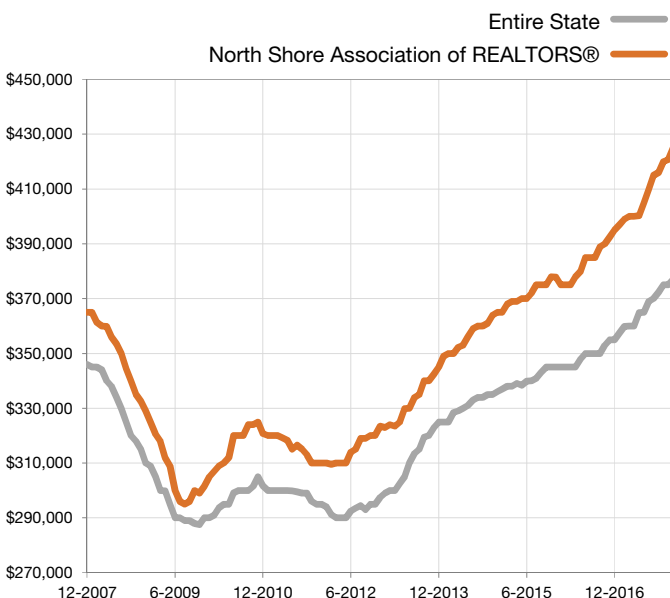
### Condominium Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	86	<b>106</b>	+ 23.3%	1,898	<b>1,939</b>	+ 2.2%
Closed Sales	150	<b>150</b>	0.0%	1,874	<b>1,956</b>	+ 4.4%
Median Sales Price*	\$272,450	<b>\$269,750</b>	- 1.0%	\$259,900	<b>\$283,500</b>	+ 9.1%
Inventory of Homes for Sale	295	<b>183</b>	- 38.0%	--	--	--
Months Supply of Inventory	1.9	<b>1.1</b>	- 40.6%	--	--	--
Cumulative Days on Market Until Sale	55	<b>46</b>	- 16.8%	74	<b>52</b>	- 29.6%
Percent of Original List Price Received*	98.0%	<b>97.6%</b>	- 0.4%	97.5%	<b>98.8%</b>	+ 1.4%
New Listings	84	<b>58</b>	- 31.0%	2,243	<b>2,224</b>	- 0.8%

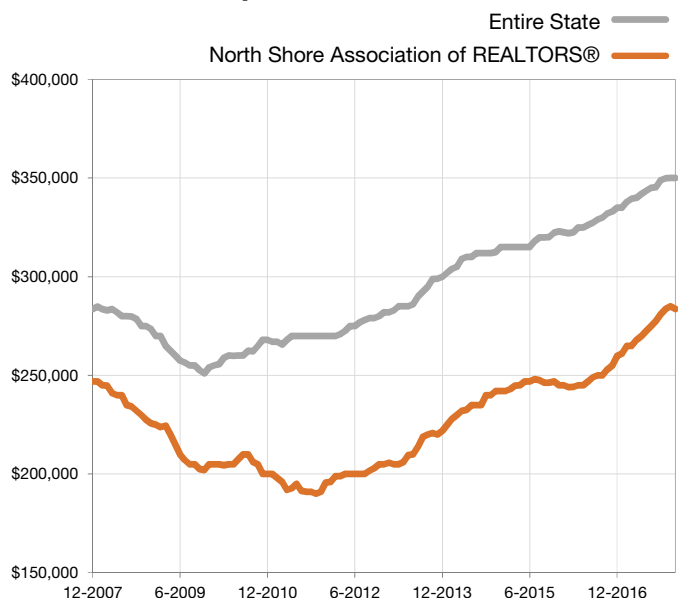
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.